

Message Text

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ORIGIN EUR-12

INFO OCT-01 ISO-00 DODE-00 COME-00 EB-08 CIAE-00 PM-05
INR-07 L-03 ACDA-07 NSAE-00 PA-01 SS-15 PRS-01
SP-02 USIA-06 TRSE-00 NSC-05 /073 R

DRAFTED BY OSD/ISA: MAJOR INGRAM

APPROVED BY EUR/RPM:EREHFELD

OSD/MRA&L: MR. CUFFE

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FM SECSTATE WASHDC
TO USMISSION NATO

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E.O. 11652: N/A

TAGS: NATO, MARR

SUBJECT: DISCRIMINATORY PRACTICES AGAINST US FIRMS

1. IT APPEARS THAT EUROPEAN NATO NATIONS ARE
TAKING NEW STEPS WITHIN NATO ORGANIZATIONS THAT RESULT
IN DISCRIMINATORY PRACTICES AGAINST US CONTRACTORS.

2. EXAMPLES: A. NATO HAWK PRODUCTION AND
LOGISTICS ORGANIZATION (NHPLO) RECENTLY APPROVED,
OVER THE OBJECTION OF THE US OBSERVER, A NEW
CONTRACT REGULATION WHICH PERMITS A EUROPEAN FIRM
TO RESUBMIT ITS QUOTATION IF IT WAS WITHIN 30 PERCENT
OF A US FIRM; B. IT WAS DISCOVERED AT THE JULY
1977 BOARD OF DIRECTORS OF NAMSO THAT WITHIN NAMSO
EUROPEAN NATO NATIONS ARE AGREEING TO PAY UP TO 40
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PERCENT MORE TO AWARD A CONTRACT TO A EUROPEAN FIRM
RATHER THAN TO A US FIRM. ADDITIONALLY, NAMSO HAS
A RESUBMISSION PROCEDURE SIMILAR TO THAT OF NHPLO.

3. THESE PRACTICES ARE INAPPROPRIATE IN ORGANIZATIONS
SET UP ON THE BASIS OF INTERNATIONAL COMPETITIVE
BIDDING. OF GREATER IMPORTANCE AT THIS TIME, SUCH

PRACTICES COULD BE DISRUPTIVE TO THE STANDARDIZATION/INTEROPERABILITY EFFORT.

4. REQUEST YOUR ASSESSMENT OF THIS SITUATION. FURTHER REQUEST YOU MAKE THIS GENERAL PROBLEM A MATTER OF CONCERN AND ATTEMPT TO INFLUENCE THE OPERATIONS

OF THESE PARTICULAR ACTIVITIES TO REMOVE THESE AND OTHER DISCRIMINATORY PRACTICES THAT MAY EXIST. FAILING SUCH CHANGES, THIS GENERAL PROBLEM SHOULD BECOME A MATTER OF DISCUSSION AT THE OCTOBER CNAD. FYI. WE ARE INCLUDING PROVISIONS IN THE GENERAL MOU'S WITH FRG, NORWAY, AND ITALY THAT WILL REQUIRE EVALUATION OF OFFERS WITHOUT APPLYING DISCRIMINATION INSOFAR AS LAWS, REGULATIONS AND POLICIES PERMIT. END FYI.

CHRISTOPHER

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Message Attributes

Automatic Decaptoning: X
Capture Date: 01-Jan-1994 12:00:00 am
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: DISCRIMINATION, CONSTRUCTION INDUSTRY, POLICIES, REGULATIONS
Control Number: n/a
Copy: SINGLE
Sent Date: 08-Aug-1977 12:00:00 am
Decaption Date: 01-Jan-1960 12:00:00 am
Decaption Note:
Disposition Action: RELEASED
Disposition Approved on Date:
Disposition Case Number: n/a
Disposition Comment: 25 YEAR REVIEW
Disposition Date: 22 May 2009
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
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Drafter: MAJOR INGRAM
Enclosure: n/a
Executive Order: N/A
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Film Number: D770285-0050
Format: TEL
From: STATE
Handling Restrictions: n/a
Image Path:
ISecure: 1
Legacy Key: link1977/newtext/t19770885/aaaactrv.tel
Line Count: 80
Litigation Code IDs:
Litigation Codes:
Litigation History:
Locator: TEXT ON-LINE, ON MICROFILM
Message ID: 3f13dd5f-c288-dd11-92da-001cc4696bcc
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Original Classification: LIMITED OFFICIAL USE
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Previous Handling Restrictions: n/a
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Retention: 0
Review Action: RELEASED, APPROVED
Review Content Flags:
Review Date: 20-Dec-2004 12:00:00 am
Review Event:
Review Exemptions: n/a
Review Media Identifier:
Review Release Date: n/a
Review Release Event: n/a
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Review Withdrawn Fields: n/a
SAS ID: 1672696
Secure: OPEN
Status: NATIVE
Subject: DISCRIMINATORY PRACTICES AGAINST US FIRMS
TAGS: MARR, US, NATO, NHPLO
To: NATO BRUSSELS
Type: TE
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